

Message Text

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PAGE 01 BUCAR 09116 211225Z
ACTION CU-06

INFO OCT-01 EUR-12 ISO-00 USIA-15 /034 W
-----115043 211457Z /50

R 211119Z DEC 77
FM AMEMBASSY BUCHAREST
TO SECSTATE WASHDC 7079

UNCLAS BUCHAREST 9116

STATE FOR CU/ARTS

E.O. 11652: N/A
TAGS: SCUL, RO
SUBJECT: CULTURAL PRESENTATIONS - MURRAY LOUIS DANCE COMPANY

REF: A. BUCHAREST 9030 B. BUCHAREST 8869
C. STATE 224179; D. BUCHAREST 6824

1. ARIA CANCELLED SCHEDULED MEETING AND SENT LETTER INSTEAD, SPELLING OUT SPECIFIC DATES AND FINANCIAL TERMS FOR THE MURRAY LOUIS COMPANY APPEARANCE IN ROMANIA. THIS IS FIRST COMMITMENT WE HAVE HAD IN WRITING.
2. ARIA AGREES TO TWO PERFORMANCES IN BUCHAREST AT THE GRAND HALL OF THE PALACE, JUNE 17 AND 18, PLUS TWO PERFORMANCES IN CLUJ ON EITHER THE 19TH AND 20TH, OR THE 21ST AND 22ND, DEPENDING UPON THE TYPE OF TRANSPORTATION USED TO GET THE GROUP AND ITS EQUIPMENT UP TO CLUJ.
3. THEIR FINANCIAL TERMS ARE SIGNIFICANTLY LOWER THAN THE COMPROMISE FIGURES PRESENTED BY CAO AND ARE EVEN LESS THAN THE AMOUNTS ORIGINALLY OFFERED (REFTEL D). THEY WILL PAY A NET AMOUNT OF 12,000 LEI (\$1,810.10) PER PERFORMANCE...NO DOLLARS. THEY WILL PAY PER DIEM (MEAL COSTS) OF 120 LEI (\$9.60) PER PERSON, ONLY FOR NON-PERFORMANCE DAYS. THEY WILL COVER LODGING AND

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INTERNAL TRAVEL FOR THE ENTIRE STAY IN ROMANIA.

4. CAN REJECT ARIA OFFER AND INSIST ON TERMS CLOSER TO ORIGINAL COMPROMISE PROPOSAL (REFTEL B). THIS MIGHT RESULT IN PROGRAM'S DEMISE. CONSIDERATION SHOULD ALSO BE GIVEN TO PRECEDENT WE MAY BE SETTING FOR FUTURE PROGRAMS BY ACCEPTING ARIA'S PRESENT OFFER.

WOULD APPRECIATE CLEAR-CUT GUIDANCE ON FURTHER
NEGOTIATIONS.
AGGREY

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CULTURAL PRESENTATIONS
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Copy: SINGLE
Sent Date: 21-Dec-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Expiration:
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Format: TEL
From: BUCHAREST
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t19771233/aaaabbgt.tel
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Litigation History:
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